**Learning Objectives for Module 13 Social Psychology**

Upon completion of this module students will be able to do the following:

1. Describe the three main focuses of social psychology, and explain how the fundamental attribution error can affect our analysis of behavior.

2. Define *attitude,* and explain how attitudes and actions affect each other.

3. Describe the chameleon effect, and discuss Asch’s experiments on conformity, noting the difference between normative and informational social influence.

4. Describe Milgram’s experiments on obedience, and explain how the conformity and obedience studies can help us understand our susceptibility to social influence.

5. Describe conditions in which the presence of others is likely to result in social facilitation, social loafing, or deindividuation.

6. Discuss how group interaction can facilitate group polarization and groupthink, and identify the characteristic common to minority positions that successfully sway majorities.

7. Identify the three components of prejudice, and contrast overt and subtle forms of prejudice.

8. Discuss the social factors that contribute to prejudice, and explain how scapegoating illustrates the emotional component of prejudice.

9. Cite two ways that cognitive processes help create and maintain prejudice.

10. Explain how psychology’s definition of *aggression* differs from everyday usage, and describe various biological influences on aggression.

11. Outline psychological and social­-cultural triggers of aggression, noting the relationship between violent video games and aggressive behavior

12. Describe the influence of proximity, physical attractiveness, and similarity on interpersonal attraction.

13. Describe the effect of physical arousal on passionate love, and identify two predictors of enduring companionate love.

14. Define *altruism,* and describe the steps in the decision-­making process involved in bystander intervention.

15. Explain altruism from the perspectives of social exchange theory and social norms.

16. Explain how social traps and mirror-­image perceptions fuel social conflict, and discuss effective ways of encouraging peaceful cooperation and reducing conflict.